1984
Final

1985
Preliminary

Business Failure Record

A comparative statistical analysis of geographic and industry trends in business failures in the United States.
1984 data are final.
1985 data are preliminary.

The Dun & Bradstreet Corporation

Required Reading

Dun & Bradstreet's statistical series on business failures was revised in 1984 by adding the following industry sectors to the failure coverage: agriculture, forestry and fishing; finance, insurance and real estate; and the services sector in its entirety. All industries in the U.S. are now represented in Dun & Bradstreet's business failure coverage. Data prior to 1984 are not directly comparable to the current series. The 1985 data are subject to minor revisions due to amended court filings. Many of the tables in this report are available on a monthly and quarterly basis.

Definitions

Dun & Bradstreet's business failure statistics include businesses that ceased operations following assignment or bankruptcy; ceased operations with losses to creditors after such actions as foreclosure or attachment; voluntarily withdrew leaving unpaid debts; were involved in court actions such as receivership, reorganization or arrangement; or voluntarily compromised with creditors.

Business Failures vs. Business Discontinuances: Business failures do not represent total business closings, which consist of both business failures and business discontinuances. As defined in Dun & Bradstreet's statistics, business failures consist of businesses involved in court proceedings or voluntary actions involving losses to creditors. In contrast, businesses that discontinue operations for reasons such as loss of capital, inadequate profits, ill health, retirement, etc., are not recorded as failures by Dun & Bradstreet if creditors are paid in full. Although they represent only a percentage of total closings, failures have the most severe impact upon the economy.

Every year thousands of firms are started, many either fail or discontinue, and others transfer ownership or control. Each business day, over 35,000 changes are made to the Dun & Bradstreet database of over 8 million businesses at the National Business Information Center. New names are added and closed businesses are deleted, name styles altered, and financial information revised. This is all evidence of the dynamic change and turnover constantly taking place in the business population.

Liabilities as defined by Dun & Bradstreet refer to liabilities at time of failure. They include all accounts and notes payable and all obligations, whether in secured form or not, known to be held by banks, officers, affiliated companies, supplying companies or the government. Long-term, publicly held obligations are not included and offsetting assets are not taken into account.

Total Listed Concerns represent the total number of business enterprises listed in the Dun's Census of American Business, a reference book listing the number of businesses in each four-digit Standard Industrial Classification Code at the national, state and county level. The book is published by Dun's Marketing Services, a company of The Dun & Bradstreet Corporation.

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Introduction

The revised statistical series published in this latest edition of the Dun & Bradstreet *Business Failure Record* represents the most complete data currently available on business failures.

Trends in business failures provide a variety of insights into U.S. economic activity. Ironically, they can reflect both positive and negative aspects of the economy. For example, the increases in the oil-producing and agricultural states reflect the ripple effect caused whenever a major industry in a region experiences severe economic stress. In contrast, the rise in failures in the services sector is the natural byproduct of the marked increase in entrepreneurial activity in service businesses which has occurred following the last recession.

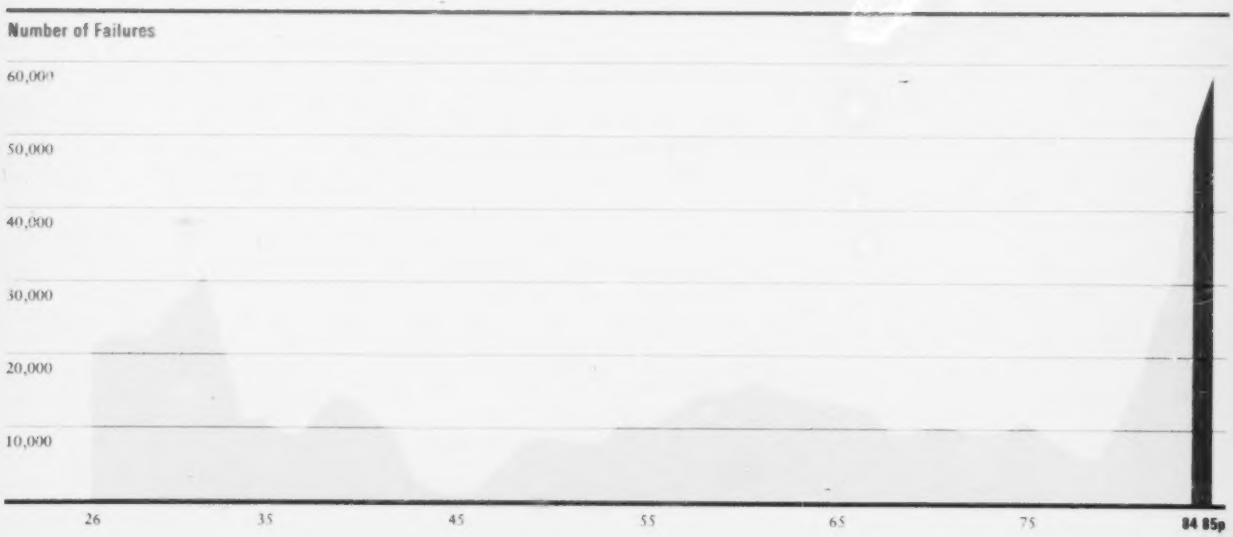
In addition to its statistics on business failures, Dun & Bradstreet maintains two statistical series on new business activity. *New Business Incorporations* has provided monthly data on the number of new incorporations filed in each state since 1946. *New Business Starts* (revised in 1985) consists of businesses added to Dun & Bradstreet's commerical credit information file, which contains data on more than eight million U.S. firms which are actively participating in the marketplace. Both series provide good measures of the relative trend in entrepreneurial activity. Business starts, however, provide a significantly more accurate measure of the actual number of new businesses, since new incorporations include many entities established principally for legal or tax purposes.

These data reflect a high level of entrepreneurial activity in recent years, spurred by the strong economic recovery which began in 1983. In fact, new business formation has played an important role in the current recovery. Since approximately half of the failures reported by D&B every year consist of firms which started within the previous five years, the current increase in failures is attributable, in part, to bankruptcies among some of these recent starts.

Failure Trends Since 1926

	Number of failures	Total failure liabilities	Failure rate per 10,000 listed concerns	Average liability per failure
1926	21,773	$409,233,000	101	$18,795
1927	23,146	520,105,000	106	22,471
1928	23,842	489,559,000	109	20,534
1929	22,909	483,252,000	104	21,094
1930	26,355	668,282,000	122	25,357
1931	28,285	736,310,000	133	26,032
1932	31,822	928,313,000	154	29,172
1933	19,859	457,520,000	100	23,038
1934	12,091	333,959,000	61	27,621
1935	12,244	310,580,000	62	25,366
1936	9,607	$203,173,000	48	$21,148
1937	9,490	183,253,000	46	19,310
1938	12,836	246,505,000	61	19,204
1939	14,768	182,520,000	70	12,359
1940	13,619	166,684,000	63	12,239
1941	11,848	136,104,000	55	11,488
1942	9,405	100,763,000	45	10,713
1943	3,221	45,339,000	16	14,076
1944	1,222	31,660,000	7	25,908
1945	809	30,225,000	4	37,361
1946	1,129	$67,349,000	5	$59,654
1947	3,474	204,612,000	14	58,898
1948	5,250	234,620,000	20	44,690
1949	9,246	308,109,000	34	33,323
1950	9,162	248,283,000	34	27,099
1951	8,058	259,547,000	31	32,210
1952	7,611	283,314,000	29	37,224
1953	8,862	394,153,000	33	44,477
1954	11,086	462,628,000	42	41,731
1955	10,969	449,380,000	42	40,968
1956	12,686	$562,697,000	48	$44,356
1957	13,739	615,293,000	52	44,784
1958	14,964	728,258,000	56	48,667
1959	14,053	692,808,000	52	49,300
1960	15,445	938,630,000	57	60,772
1961	17,075	1,090,123,000	64	63,843
1962	15,782	1,213,601,000	61	76,898
1963	14,374	1,352,593,000	56	94,100
1964	13,501	1,329,223,000	53	98,454
1965	13,514	1,321,666,000	53	97,800
1966	13,061	$1,385,659,000	52	$106,091
1967	12,364	1,265,227,000	49	102,332
1968	9,636	940,996,000	39	97,654
1969	9,154	1,142,113,000	37	124,767
1970	10,748	1,887,754,000	44	175,638
1971	10,326	1,916,929,000	42	185,641
1972	9,566	2,000,244,000	38	209,099
1973	9,345	2,298,606,000	36	245,972
1974	9,915	3,053,137,000	38	307,931
1975	11,432	4,380,170,000	43	383,150
1976	9,628	$3,011,271,000	35	$312,762
1977	7,919	3,095,317,000	28	390,872
1978	6,619	2,656,006,000	24	401,270
1979	7,564	2,667,362,000	28	352,639
1980	11,742	4,635,080,000	42	394,744
1981	16,794	6,955,180,000	61	414,147
1982	24,908	15,610,792,000	88	626,738
1983	31,334	16,072,860,000	110	512,953
1984	**52,078**	**29,268,646,871**	**107**	**562,016**
1985p	**57,067**	**33,375,867,961**	**114**	**584,854**

Due to statistical revision, 1984 and 1985 data are not directly comparable to prior years.
p = preliminary



Failure Distribution by Liability Size

	Liabilities under $5,000		Liabilities $5,000 to $25,000		Liabilities $25,000 to $100,000		Liabilities $100,000 to $1 Million		Liabilities over $1 Million	
	Number	%	Number	%	Number	%	Number	%	Number	%
1945	270	33.4%	343	42.4%	146	18.0%	45	5.6%	5	0.6%
1946	263	23.3%	488	43.2%	252	22.3%	119	10.6%	7	0.6%
1947	600	17.3%	1,661	47.8%	842	24.2%	350	10.1%	21	0.6%
1948	846	16.1%	2,799	53.3%	1,208	23.0%	374	7.1%	23	0.5%
1949	1,915	20.7%	4,646	50.3%	2,147	23.2%	520	5.6%	18	0.2%
1950	2,065	22.5%	4,706	51.4%	1,975	21.6%	407	4.4%	9	0.1%
1951	1,832	22.7%	4,160	51.6%	1,634	20.3%	412	5.1%	20	0.3%
1952	1,428	18.8%	3,884	51.0%	1,769	23.3%	512	6.7%	18	0.2%
1953	1,383	15.6%	4,317	48.7%	2,375	26.8%	748	8.5%	39	0.4%
1954	1,640	14.8%	5,640	50.9%	2,946	26.5%	829	7.5%	31	0.3%
1955	1,785	16.3%	5,412	49.3%	2,916	26.6%	820	7.5%	36	0.3%
1956	2,032	16.0%	6,152	48.4%	3,431	27.1%	1,022	8.1%	49	0.4%
1957	2,001	14.6%	6,699	48.8%	3,847	28.0%	1,147	8.3%	45	0.3%
1958	2,028	13.5%	7,015	46.9%	4,456	29.8%	1,408	9.4%	57	0.4%
1959	1,841	13.1%	6,664	47.4%	4,202	29.9%	1,284	9.1%	62	0.5%
1960	1,688	10.9%	6,884	44.6%	5,078	32.9%	1,703	11.0%	92	0.6%
1961	1,903	11.1%	7,378	43.2%	5,725	33.5%	1,973	11.6%	96	0.6%
1962	1,647	10.4%	6,700	42.5%	5,425	34.4%	1,876	11.9%	134	0.8%
1963	1,296	9.0%	5,781	40.2%	5,115	35.6%	2,031	14.1%	151	1.1%
1964	1,093	8.1%	5,202	38.5%	5,051	37.4%	2,003	14.9%	152	1.1%
1965	1,007	7.5%	5,067	37.5%	5,266	39.0%	2,005	14.8%	169	1.2%
1966	932	7.1%	4,569	35.0%	5,332	40.8%	2,042	15.7%	186	1.4%
1967	814	6.6%	4,434	35.9%	4,896	39.6%	2,045	16.5%	175	1.4%
1968	481	5.0%	3,332	34.6%	4,016	41.7%	1,686	17.5%	121	1.2%
1969	416	4.6%	3,000	32.8%	3,776	41.2%	1,807	19.7%	155	1.7%
1970	430	4.0%	3,197	29.7%	4,392	40.9%	2,450	22.8%	279	2.6%
1971	392	3.8%	2,806	27.2%	4,413	42.7%	2,423	23.5%	292	2.8%
1972	394	4.1%	2,497	26.1%	4,149	43.4%	2,236	23.4%	290	3.0%
1973	285	3.0%	2,434	26.1%	3,908	41.8%	2,375	25.4%	343	3.7%
1974	304	3.1%	2,150	21.7%	4,279	43.1%	2,755	27.8%	427	4.3%
1975	292	2.5%	2,226	19.5%	4,986	43.6%	3,459	30.3%	469	4.1%
1976	122	1.3%	1,750	18.2%	4,304	44.7%	3,029	31.4%	423	4.4%
1977	102	1.3%	1,283	16.2%	3,476	43.9%	2,708	34.2%	350	4.4%
1978	76	1.2%	928	14.0%	2,708	40.9%	2,593	39.2%	314	4.7%
1979	62	0.8%	954	12.6%	2,914	38.5%	3,216	42.5%	418	5.6%
1980	72	0.6%	1,243	10.6%	4,367	37.2%	5,417	46.1%	643	5.5%
1981	118	0.7%	1,862	11.1%	6,253	37.2%	7,648	45.6%	913	5.4%
1982	141	0.6%	2,789	11.2%	8,579	34.4%	11,737	47.1%	1,662	6.7%
1983	1,065	3.4%	4,167	13.3%	10,340	33.0%	13,851	44.2%	1,911	6.1%
1984	**9,045**	**17.4%**	**2,907**	**5.6%**	**7,666**	**14.7%**	**19,400**	**37.3%**	**13,060**	**25.1%**
1985 p	**10,878**	**19.1%**	**2,688**	**4.7%**	**7,348**	**12.9%**	**19,519**	**34.2%**	**16,634**	**29.1%**

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Failures by States and Regions
Totals and Rates

	Number of failures			Failure rate per 10,000 listed concerns	
	1984	1985 p	% Change	1984	1985 p
New England	**1,203**	**1,229**	**2.2%**	**43.5**	**43.2**
Maine	105	80	-23.8%	45.3	33.2
New Hampshire	102	60	-41.2%	46.8	26.8
Vermont	55	38	-30.9%	44.2	29.5
Massachusetts	513	685	33.5%	41.7	54.5
Connecticut	324	308	-4.9%	43.8	39.8
Rhode Island	104	58	-44.2%	47.4	26.2
Middle Atlantic	**5,132**	**4,485**	**-12.6%**	**65.0**	**55.6**
New York	2,358	1,866	-20.9%	60.1	46.6
New Jersey	1,005	981	-2.4%	59.6	58.0
Pennsylvania	1,769	1,638	-7.4%	77.4	69.1
East North Central	**8,930**	**9,952**	**11.4%**	**109.8**	**119.0**
Ohio	2,606	2,447	-6.1%	131.6	120.3
Indiana	853	1,236	44.9%	88.7	123.6
Illinois	2,646	3,388	28.0%	106.0	134.6
Michigan	1,806	1,457	-19.3%	105.5	82.3
Wisconsin	1,019	1,424	39.7%	103.7	136.4
West North Central	**3,264**	**4,887**	**49.7%**	**78.3**	**114.4**
Minnesota	599	510	-14.9%	58.6	48.2
Iowa	395	832	110.6%	60.1	125.1
Missouri	1,275	1,246	-2.3%	116.2	111.7
North Dakota	117	94	-19.7%	70.1	55.1
South Dakota	60	145	141.7%	32.5	78.7
Nebraska	106	485	357.5%	25.4	112.8
Kansas	712	1,575	121.2%	114.5	243.6
South Atlantic	**6,233**	**6,562**	**5.3%**	**83.6**	**88.2**
Maryland	532	453	-14.8%	64.6	55.7
Delaware	62	46	-25.8%	53.9	38.6
District of Columbia	66	61	-7.6%	35.1	34.3
Virginia	916	991	8.2%	97.2	106.1
West Virginia	339	366	8.0%	120.3	129.1
North Carolina	763	663	-13.1%	75.3	64.6
South Carolina	246	235	-4.5%	46.5	45.5
Georgia	721	955	32.5%	64.0	87.2
Florida	2,588	2,792	7.9%	106.2	112.7
East South Central	**3,271**	**3,262**	**-0.3%**	**130.4**	**127.6**
Kentucky	787	972	23.5%	119.4	139.9
Tennessee	1,326	1,213	-8.5%	164.0	148.2
Alabama	771	607	-21.3%	123.9	97.2
Mississippi	387	470	21.4%	92.4	112.2
West South Central	**5,364**	**7,914**	**47.5%**	**97.4**	**141.7**
Arkansas	573	618	7.9%	120.2	128.7
Oklahoma	825	1,015	23.0%	105.5	131.8
Louisiana	858	1,389	61.9%	102.9	163.6
Texas	3,108	4,892	57.4%	91.0	140.3
Mountain	**4,760**	**5,322**	**11.8%**	**161.7**	**175.7**
Montana	177	194	9.6%	71.6	75.8
Idaho	175	203	16.0%	79.6	88.6
Wyoming	243	274	12.8%	180.5	196.1
Colorado	2,340	2,654	13.4%	301.0	326.3
New Mexico	245	357	45.7%	90.5	128.1
Arizona	691	698	1.0%	93.8	89.2
Utah	522	580	11.1%	166.5	176.1
Nevada	367	362	-1.4%	192.9	180.5
Pacific	**13,921**	**13,454**	**-3.4%**	**185.2**	**173.9**
Alaska	105	176	67.6%	79.1	124.6
Hawaii	225	246	9.3%	107.3	115.6
Washington	1,406	1,634	16.2%	143.6	160.1
Oregon	1,751	1,141	-34.8%	273.1	172.7
California	10,434	10,257	-1.7%	187.9	179.9
Total United States	**52,078**	**57,067**	**9.6%**	**107**	**114**

p = preliminary

Business Failures by 25 Largest Cities

	1984		1985 p		% Change	
	Number	Liabilities	Number	Liabilities	Number	Liabilities
New York, NY	478	$247,209,544	502	$771,930,998	5.0%	212.3%
Chicago, IL	599	221,245,743	677	287,785,648	13.0%	30.1%
Los Angeles, CA	1,087	1,018,914,839	1,011	613,438,950	-7.0%	-39.8%
Philadelphia, PA	203	62,600,922	182	265,172,410	-10.3%	323.6%
Detroit, MI	222	131,854,513	143	62,425,619	-35.6%	-52.7%
Houston, TX	790	3,655,434,637	1,502	1,498,439,799	90.1%	-59.0%
Baltimore, MD	207	31,398,650	160	52,284,154	-22.7%	66.5%
Dallas, TX	326	110,310,429	380	1,037,263,944	16.6%	840.3%
Washington, DC	66	21,683,500	61	27,930,099	-7.6%	28.8%
Cleveland, OH	225	214,887,069	219	38,927,750	-2.7%	-81.9%
Indianapolis, IN	128	116,558,122	163	42,284,529	27.3%	-63.7%
Milwaukee, WI	162	25,421,071	261	49,804,473	61.1%	95.9%
San Francisco, CA	167	51,740,264	200	101,995,254	19.8%	97.1%
San Diego, CA	460	83,222,294	613	72,505,467	33.3%	-12.9%
San Antonio, TX	168	58,434,596	157	72,519,038	-6.5%	24.1%
Boston, MA	65	45,765,241	74	31,087,497	13.8%	-32.1%
Memphis, TN	183	43,646,181	183	35,346,385	0.0%	-19.0%
St. Louis, MO	135	4,187,214	72	437,445	-46.7%	-89.6%
New Orleans, LA	88	38,659,365	147	118,987,552	67.0%	207.8%
Phoenix, AZ	227	82,553,025	244	284,312,784	7.5%	244.4%
Columbus, OH	315	35,177,184	316	55,951,573	0.3%	59.1%
Seattle, WA	219	95,342,964	282	518,512,665	28.8%	443.8%
Jacksonville, FL	141	24,940,308	113	13,296,020	-19.9%	-46.7%
Pittsburgh, PA	165	24,197,190	174	121,083,974	5.5%	400.4%
Denver, CO	561	399,371,304	633	840,052,578	12.8%	110.3%
Total 25 Cities	**7,387**	**$6,844,756,169**	**8,469**	**$7,013,776,605**	**14.6%**	**2.5%**
Balance of Country	44,691	$22,423,890,702	48,598	$26,362,091,356	8.7%	17.6%
Total United States	**52,078**	**$29,268,646,871**	**57,067**	**$33,375,867,961**	**9.6%**	**14.0%**

p = preliminary

Business Failures by Industry

	1984		1985 p		% Change		Failure rate per 10,000 listed concerns	
	Number	Liabilities	Number	Liabilities	Number	Liabilities	1984	1985 p
Agriculture, Forestry & Fishing								
Agricultural production-crops	1,033	$519,621,216	1,651	$691,206,413	59.8%	33.0%	200	306
Agricultural production-livestock	533	235,693,374	574	217,858,286	7.7%	-7.6%	194	201
Agricultural services	391	78,948,023	429	100,351,867	9.7%	27.1%	83	84
Forestry	3	3,066,288	16	3,624,385	433.3%	18.2%	22	111
Fishing, hunting & trapping	28	21,577,019	25	10,900,453	-10.7%	-49.5%	149	132
Total Agriculture, Forestry & Fishing	**1,988**	**$858,905,920**	**2,695**	**$1,023,941,404**	**35.6%**	**19.2%**	**154**	**197**
Mining								
Metal mining	26	$11,546,427	36	$32,993,984	38.5%	185.8%	186	271
Anthracite mining	1	0	5	21,725,972	400.0%	0.0%	42	215
Bituminous coal & lignite mining	165	134,651,280	160	205,748,216	-3.0%	52.8%	397	398
Oil & gas extraction	511	2,045,570,139	565	1,718,451,499	10.6%	-16.0%	164	177
Nonmetallic mineral mining, except fuel	41	18,622,933	28	79,158,624	-31.7%	325.1%	109	76
Total Mining	**744**	**$2,210,390,779**	**794**	**$2,058,078,295**	**6.7%**	**-6.9%**	**182**	**193**
Construction								
General contractors & operative builders	2,474	$771,336,509	2,740	$1,153,988,438	10.8%	49.6%	106	114
Construction other than buildings	483	255,228,373	420	107,540,173	-13.0%	-57.9%	136	115
Special trade contractors	3,979	624,900,497	3,796	766,694,019	-4.6%	22.7%	113	103
Total Construction	**6,936**	**$1,651,465,379**	**6,956**	**$2,028,222,630**	**0.3%**	**22.8%**	**112**	**108**
Manufacturing								
Food & kindred products	263	$230,663,289	258	$694,729,953	-1.9%	201.2%	129	125
Tobacco manufacturers	0	0	0	0	0.0%	0.0%	0	0
Textile mill products	88	37,944,683	111	194,542,678	26.1%	412.7%	104	130
Apparel & other textile products	392	120,518,178	334	154,964,107	-14.8%	28.6%	147	127
Lumber & wood products	421	159,139,964	411	221,717,149	-2.4%	39.3%	140	134
Furniture & fixtures	261	151,917,075	237	158,876,950	-9.2%	4.6%	181	162
Paper & allied products	49	94,555,447	55	40,513,672	12.2%	-57.2%	90	100
Printing & publishing	635	96,012,383	657	164,479,798	3.5%	71.3%	93	94
Chemicals & allied products	169	133,959,017	173	684,738,817	2.4%	411.2%	123	126
Petroleum refining	41	1,046,948,995	26	115,576,654	-36.6%	-89.0%	227	145
Rubber & misc. plastic products	181	156,211,797	159	106,810,507	-12.2%	-31.6%	137	118
Leather & leather products	64	12,676,155	49	70,286,042	-23.4%	454.5%	173	136
Stone, clay & glass products	149	95,470,996	160	268,492,941	7.4%	181.2%	91	98
Primary metal industries	110	84,113,874	121	431,613,972	10.0%	413.1%	152	168
Fabricated metal products	538	232,597,935	478	317,024,395	-11.2%	36.3%	140	124
Machinery, except electrical	741	463,398,397	723	723,670,970	-2.4%	56.2%	113	110
Electrical & electronic equipment	296	240,820,750	329	413,502,951	11.1%	71.7%	141	154
Transportation equipment	226	176,298,563	192	598,657,743	-15.0%	239.6%	193	161
Instruments & related products	123	120,006,449	108	90,153,703	-12.2%	-24.9%	96	83
Misc. manufacturing industries	268	90,595,449	275	143,195,548	2.6%	58.1%	101	103
Total Manufacturing	**5,015**	**$3,743,849,396**	**4,856**	**$5,593,548,550**	**-3.2%**	**49.4%**	**124**	**119**

p = preliminary

	1984		1985 p		% Change		Failure rate per 10,000 listed concerns	
	Number	Liabilities	Number	Liabilities	Number	Liabilities	1984	1985 p
Transportation & Public Utilities								
Railroad transportation	2	$10,000,000	9	$3,270,163	350.0%	−67.3%	37	170
Local & interurban passenger transportation	106	16,493,879	147	42,650,201	38.7%	158.6%	94	126
Trucking & warehousing	1,475	538,930,897	1,607	693,453,722	8.9%	28.7%	173	182
U.S. Postal Service	0	0	0	0	0.0%	0.0%	0	0
Water transportation	181	111,545,359	109	95,244,849	−39.8%	−14.6%	214	128
Air transportation	93	559,457,595	104	519,978,175	11.8%	−7.1%	135	146
Pipelines, except natural gas	1	59,434	0	0	−100.0%	−100.0%	48	0
Transporation services	249	84,696,867	311	146,933,544	24.9%	73.5%	100	119
Communication	116	69,330,646	172	247,314,004	48.3%	256.7%	87	123
Electric, gas & sanitary services	62	617,219,944	57	92,288,368	−8.1%	−85.0%	56	48
Total Transportation & Public Utilities	**2,285**	**$2,007,734,621**	**2,516**	**$1,841,133,026**	**10.1%**	**−8.3%**	**141**	**150**
Wholesale Trade								
Durable Goods								
Motor vehicles & automotive equipment	342	$68,927,557	385	$137,111,592	12.6%	98.9%	79	88
Furniture & home furnishings	141	32,512,691	208	60,902,692	47.5%	87.3%	90	127
Lumber & construction materials	256	69,014,351	219	95,206,047	−14.5%	38.0%	122	102
Sporting goods, toys & hobby goods	111	91,738,931	104	28,678,067	−6.3%	−68.7%	113	104
Metals & minerals, except petroleum	121	86,142,261	114	637,980,761	−5.8%	640.6%	129	120
Electrical goods	308	186,674,795	316	78,063,039	2.6%	−58.2%	103	103
Hardware, plumbing & heating equipment	218	57,272,692	216	196,326,323	−0.9%	242.8%	102	100
Machinery, equipment & supplies	1,298	507,033,304	1,262	661,547,156	−2.8%	30.5%	119	113
Miscellaneous durable goods	323	90,097,861	302	182,753,151	−6.5%	102.8%	102	95
Total Durable Goods	**3,118**	**$1,189,414,443**	**3,126**	**$2,078,568,828**	**0.3%**	**74.8%**	**107**	**106**
Nondurable Goods								
Paper & paper products	107	$13,891,184	132	$60,584,641	23.4%	336.1%	83	98
Drugs, proprietaries & sundries	51	8,294,864	45	81,518,714	−11.8%	882.8%	112	96
Apparel, piece goods & notions	196	35,736,287	174	78,981,913	−11.2%	121.0%	97	84
Groceries & related products	562	316,639,185	519	185,325,743	−7.7%	−41.5%	133	121
Farm-product raw materials	85	90,871,534	96	58,274,480	12.9%	−35.9%	74	85
Chemicals & allied products	90	91,836,552	74	15,724,006	−17.8%	−82.9%	98	80
Petroleum & petroleum products	155	1,688,732,842	119	222,237,338	−23.2%	−86.8%	86	67
Beer, wine & distilled beverages	25	6,730,065	54	16,406,763	116.0%	143.8%	42	93
Miscellaneous nondurable goods	493	125,633,501	474	100,262,555	−3.9%	−20.2%	95	90
Total Nondurable Goods	**1,764**	**$2,378,366,014**	**1,687**	**$819,316,153**	**−4.4%**	**−65.6%**	**100**	**94**
Total Wholesale Trade	**4,882**	**$3,567,780,457**	**4,813**	**$2,897,884,981**	**−1.4%**	**−18.8%**	**104**	**101**

p = preliminary

	1984		1985 p		% Change		Failure rate per 10,000 listed concerns	
	Number	Liabilities	Number	Liabilities	Number	Liabilities	1984	1985 p
Retail Trade								
Building materials & garden supplies	772	$129,138,830	787	$729,857,656	1.9%	465.2%	97	99
General merchandise stores	214	171,270,953	206	108,967,185	-3.7%	-36.4%	75	70
Food stores	1,281	229,304,702	1,300	216,321,938	1.5%	-5.7%	96	96
Automotive dealers & service stations	1,321	354,353,369	1,383	285,841,697	4.7%	-19.3%	77	80
Apparel & accessory stores	2,027	266,923,555	1,807	188,239,179	-10.9%	-29.5%	180	161
Furniture & home furnishing stores	1,531	223,436,330	1,410	212,291,906	-7.9%	-5.0%	122	112
Eating & drinking places	3,579	543,921,423	3,335	615,730,014	-6.8%	13.2%	158	145
Miscellaneous Retail Trade								
Drug & proprietary stores	147	18,306,279	139	14,528,719	-5.4%	-20.6%	41	38
Liquor stores	214	43,263,051	204	46,888,802	-4.7%	8.4%	74	70
Used merchandise stores	98	14,246,699	143	17,189,575	45.9%	20.7%	43	61
Sporting goods	461	43,483,194	379	39,585,976	-17.8%	-9.0%	127	102
Book stores	80	7,744,005	64	4,055,876	-20.0%	-47.6%	94	72
Stationery stores	84	6,884,031	87	7,728,176	3.6%	12.3%	102	104
Jewelry stores	275	68,043,771	211	37,987,841	-23.3%	-44.2%	116	87
Hobby, toy & game shops	90	16,119,496	79	6,934,193	-12.2%	-57.0%	117	100
Camera & photographic supply stores	54	8,378,493	61	7,120,732	13.0%	-15.0%	147	171
Gift, novelty & souvenir shops	283	17,463,246	311	22,943,220	9.9%	31.4%	78	82
Luggage & leather goods stores	14	1,026,050	17	571,085	21.4%	-44.3%	85	102
Sewing, needlework & piece goods	90	6,942,757	75	4,869,870	-16.7%	-29.9%	72	60
Nonstore retailers	186	28,232,307	181	23,570,107	-2.7%	-16.5%	104	97
Fuel & ice dealers	39	9,730,971	42	9,319,972	7.7%	-4.2%	35	38
Other retail stores	947	177,209,298	1,197	237,784,025	26.4%	34.2%	105	127
Total Miscellaneous Retail Trade	**3,062**	**$467,073,648**	**3,190**	**$481,078,169**	**4.2%**	**3.0%**	**89**	**90**
Total Retail Trade	**13,787**	**$2,365,422,810**	**13,418**	**$2,838,327,744**	**-2.7%**	**19.0%**	**113**	**108**
Finance, Insurance & Real Estate								
Banking	100	$2,909,287,499	140	$2,465,979,992	40.0%	-15.2%	50	71
Credit agencies, except banks	162	2,152,940,293	186	1,697,110,401	14.8%	-21.2%	49	56
Security, commodity brokers & services	164	59,580,985	177	827,078,563	7.9%	1288.2%	131	137
Insurance carriers	38	65,818,659	45	356,309,718	18.4%	441.4%	44	50
Insurance agents, brokers & services	229	76,775,138	259	52,915,279	13.1%	-31.1%	51	23
Real estate	1,492	3,103,786,898	1,632	1,850,283,045	9.4%	-40.4%	69	73
Combined real estate, insurance, etc.	6	595,301	4	133,166	-33.3%	-77.6%	39	27
Holding & other investment offices	201	181,221,992	215	241,557,246	7.0%	33.3%	107	114
Total Finance, Insurance & Real Estate	**2,392**	**$8,550,006,765**	**2,658**	**$7,491,367,410**	**11.1%**	**-12.4%**	**67**	**62**

p = preliminary

	1984		1985 p		% Change		Failure rate per 10,000 listed concerns	
	Number	Liabilities	Number	Liabilities	Number	Liabilities	1984	1985 p
Services								
Hotels & other lodging places	245	$166,285,166	304	$189,566,513	24.1%	14.0%	52	63
Personal Services								
Laundry, cleaning & garment services	237	26,727,283	253	21,566,660	6.8%	-19.3%	55	57
Photographic portrait studios	67	10,620,485	62	4,100,584	-7.5%	-61.4%	82	75
Beauty shops	252	13,845,660	308	31,210,719	22.2%	125.4%	66	76
Barber shops	34	953,184	52	2,604,399	52.9%	173.2%	57	85
Shoe repair & hat cleaning shops	22	867,859	23	1,945,098	4.5%	124.1%	46	45
Funeral services & crematories	26	5,921,767	29	4,886,876	11.5%	-17.5%	17	19
Miscellaneous personal services	319	55,945,854	308	130,180,930	-3.4%	132.7%	280	251
Total Personal Services	**957**	**$114,882,092**	**1,035**	**$196,495,266**	**8.2%**	**71.0%**	**75**	**79**
Business Services								
Advertising	252	$30,087,303	223	$37,901,777	-11.5%	26.0%	128	109
Consumer credit reporting & collection	26	2,035,281	29	5,054,356	11.5%	148.3%	65	72
Mail, reproduction & steno services	199	13,661,724	223	18,837,965	12.1%	37.9%	89	93
Services to buildings	337	28,153,109	421	29,234,000	24.9%	3.8%	146	171
News syndicates	7	358,508	5	256,314	-28.6%	-28.5%	304	205
Personnel supply services	115	19,381,194	97	20,369,747	-15.7%	5.1%	110	92
Computer & data processing services	297	97,453,162	371	117,084,834	24.9%	20.1%	127	143
Miscellaneous business services	2,505	979,823,114	4,651	3,283,598,635	85.7%	235.1%	159	280
Total Business Services	**3,738**	**$1,170,953,395**	**6,020**	**$3,512,337,628**	**61.0%**	**200.0%**	**143**	**218**
Miscellaneous Services								
Automotive repair, services & garages	1,251	$165,469,610	1,328	$143,492,272	6.2%	-13.3%	101	103
Miscellaneous repair services	691	76,148,973	719	65,832,087	4.1%	-13.5%	65	66
Motion pictures, amusement & recreation	668	267,880,492	661	789,847,903	-1.0%	194.9%	105	98
Health services	569	213,687,383	570	227,519,373	0.2%	6.5%	20	19
Legal services	135	932,546,414	192	61,041,132	42.2%	-93.5%	11	15
Educational services	119	23,489,166	103	48,722,544	-13.4%	107.4%	22	18
Social services	135	22,252,993	202	101,713,818	49.6%	357.1%	53	73
Museum, botanical & zoological gardens	4	648,061	6	2,028,909	50.0%	213.1%	30	43
Membership organizations	72	13,165,430	70	35,554,827	-2.8%	170.1%	11	10
Private households	15	6,515,652	8	1,667,298	-46.7%	-74.4%	453	242
Engineering & architectural services	216	84,613,000	334	138,529,113	54.6%	63.7%	54	79
Noncommercial research organizations	5	74,662	1	11,749	-80.0%	-84.3%	27	5
Accounting, auditing & bookkeeping services	158	25,184,666	160	31,578,369	1.3%	25.4%	61	30
Other services	3,809	772,269,876	4,913	1,545,892,400	29.0%	100.2%	—	—
Total Miscellaneous Services	**7,847**	**$2,603,946,378**	**9,267**	**$3,193,431,794**	**18.1%**	**22.6%**	**75**	**94**
Total Services	**12,787**	**$4,056,067,031**	**16,626**	**$7,091,831,201**	**30.0%**	**74.8%**	**86**	**115**
Total Public Administration	**16**	**$10,083,517**	**11**	**$2,803,299**	**-31.3%**	**-72.2%**	**—**	**—**
Nonclassifiable Establishments	1,246	$224,940,196	1,724	$508,729,421	38.4%	126.2%	—	—
Total United States	**52,078**	**$29,268,646,871**	**57,067**	**$33,375,867,961**	**9.6%**	**14.0%**	**107**	**114**

p = preliminary

Business Failures by Industry Sector by State and Region

	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Services	Unclassifiable establishments	Total
New England Region											
Maine											
1984	0	0	14	10	2	15	44	3	17	0	105
1985 p	0	0	9	12	2	6	37	1	13	0	80
% Change	0.0%	0.0%	−35.7%	20.0%	0.0%	−60.0%	−15.9%	−66.7%	−23.5%	0.0%	−23.8%
New Hampshire											
1984	0	0	8	14	3	10	34	1	32	0	102
1985 p	0	0	6	14	2	8	9	2	19	0	60
% Change	0.0%	0.0%	−25.0%	0.0%	−33.3%	−20.0%	−73.5%	100.0%	−40.6%	0.0%	−41.2%
Vermont											
1984	0	0	8	7	3	1	15	3	11	7	55
1985 p	1	0	4	4	2	1	9	0	17	0	38
% Change	—	0.0%	−50.0%	−42.9%	−33.3%	0.0%	−40.0%	−100.0%	54.5%	−100.0%	−30.9%
Massachusetts											
1984	2	0	50	96	16	68	144	13	122	2	513
1985 p	2	0	49	109	22	81	159	13	250	0	685
% Change	0.0%	0.0%	−2.0%	13.5%	37.5%	19.1%	10.4%	0.0%	104.9%	−100.0%	33.5%
Connecticut											
1984	5	1	41	69	13	36	112	9	38	0	324
1985 p	2	0	34	81	12	27	106	5	40	1	308
% Change	−60.0%	−100.0%	−17.1%	17.4%	−7.7%	−25.0%	−5.4%	−44.4%	5.3%	—	−4.9%
Rhode Island											
1984	0	0	7	27	7	12	33	1	17	0	104
1985 p	0	0	5	11	0	4	20	1	17	0	58
% Change	0.0%	0.0%	−28.6%	−59.3%	−100.0%	−66.7%	−39.4%	0.0%	0.0%	0.0%	−44.2%
Total New England											
1984	**7**	**1**	**128**	**223**	**44**	**142**	**382**	**30**	**237**	**9**	**1,203**
1985 p	**5**	**0**	**107**	**231**	**40**	**127**	**340**	**22**	**356**	**1**	**1,229**
% Change	**−28.6%**	**−100.0%**	**−16.4%**	**3.6%**	**−9.1%**	**−10.6%**	**−11.0%**	**−26.7%**	**50.2%**	**−88.9%**	**2.2%**

p = preliminary

	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Services	Unclassifiable establishments	Total
Middle Atlantic Region											
New York											
1984	17	3	182	386	95	335	871	70	342	57	2,358
1985 p	10	3	137	280	70	236	573	60	400	97	1,866
% Change	-41.2%	0.0%	-24.7%	-27.5%	-26.3%	-29.6%	-34.2%	-14.3%	17.0%	70.2%	-20.9%
New Jersey											
1984	12	2	120	159	83	126	324	39	140	0	1,005
1985 p	13	0	115	145	68	128	224	40	220	28	981
% Change	8.3%	-100.0%	-4.2%	-8.8%	-18.1%	1.6%	-30.9%	2.6%	57.1%	—	-2.4%
Pennsylvania											
1984	48	35	223	193	85	157	605	70	288	65	1,769
1985 p	43	18	242	208	66	162	485	53	336	25	1,638
% Change	-10.4%	-48.6%	8.5%	7.8%	-22.4%	3.2%	-19.8%	-24.3%	16.7%	-61.5%	-7.4%
Total Middle Atlantic											
1984	**77**	**40**	**525**	**738**	**263**	**618**	**1,800**	**179**	**770**	**122**	**5,132**
1985 p	**66**	**21**	**494**	**633**	**204**	**526**	**1,282**	**153**	**956**	**150**	**4,485**
% Change	**-14.3%**	**-47.5%**	**-5.9%**	**-14.2%**	**-22.4%**	**-14.9%**	**-28.8%**	**-14.5%**	**24.2%**	**23.0%**	**-12.6%**
East North Central Region											
Ohio											
1984	109	30	388	205	115	179	635	104	476	365	2,606
1985 p	108	33	324	215	128	204	607	81	580	167	2,447
% Change	-0.9%	10.0%	-16.5%	4.9%	11.3%	14.0%	-4.4%	-22.1%	21.8%	-54.3%	-6.1%
Indiana											
1984	34	5	149	107	36	110	250	14	140	8	853
1985 p	110	3	148	131	65	129	339	33	277	1	1,236
% Change	223.5%	-40.0%	-0.7%	22.4%	80.6%	17.3%	35.6%	135.7%	97.9%	-87.5%	44.9%
Illinois											
1984	74	7	317	241	134	242	857	82	666	26	2,646
1985 p	103	7	362	255	144	276	866	162	1,140	73	3,388
% Change	39.2%	0.0%	14.2%	5.8%	7.5%	14.0%	1.1%	97.6%	71.2%	180.8%	28.0%
Michigan											
1984	75	8	242	234	61	174	550	81	364	17	1,806
1985 p	58	4	163	178	60	132	431	31	398	2	1,457
% Change	-22.7%	-50.0%	-32.6%	-23.9%	-1.6%	-24.1%	-21.6%	-61.7%	9.3%	-88.2%	-19.3%
Wisconsin											
1984	41	2	120	101	40	96	385	24	204	6	1,019
1985 p	73	1	119	91	65	107	371	30	567	0	1,424
% Change	78.0%	-50.0%	-0.8%	-9.9%	62.5%	11.5%	-3.6%	25.0%	177.9%	-100.0%	39.7%
Total East North Central											
1984	**333**	**52**	**1,216**	**888**	**386**	**801**	**2,677**	**305**	**1,850**	**422**	**8,930**
1985 p	**452**	**48**	**1,116**	**870**	**462**	**848**	**2,614**	**337**	**2,962**	**243**	**9,952**
% Change	**35.7%**	**-7.7%**	**-8.2%**	**-2.0%**	**19.7%**	**5.9%**	**-2.4%**	**10.5%**	**60.1%**	**-42.4%**	**11.4%**

p = preliminary

	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Services	Unclassifiable establishments	Total
West North Central Region											
Minnesota											
1984	11	0	93	76	17	79	224	13	86	0	599
1985 p	9	0	63	68	16	82	191	16	64	1	510
% Change	-18.2%	0.0%	-32.3%	-10.5%	-5.9%	3.8%	-14.7%	23.1%	-25.6%	—	-14.9%
Iowa											
1984	112	1	50	24	25	39	101	11	31	1	395
1985 p	288	1	71	42	34	62	172	18	142	2	832
% Change	157.1%	0.0%	42.0%	75.0%	36.0%	59.0%	70.3%	63.6%	358.1%	100.0%	110.6%
Missouri											
1984	286	3	163	82	65	110	319	33	213	1	1,275
1985 p	247	3	137	62	97	101	250	39	310	0	1,246
% Change	-13.6%	0.0%	-16.0%	-24.4%	49.2%	-8.2%	-21.6%	18.2%	45.5%	-100.0%	-2.3%
North Dakota											
1984	12	2	14	7	7	18	42	5	10	0	117
1985 p	6	5	12	6	4	9	36	1	15	0	94
% Change	-50.0%	150.0%	-14.3%	-14.3%	-42.9%	-50.0%	-14.3%	-80.0%	50.0%	0.0%	-19.7%
South Dakota											
1984	10	0	6	6	3	5	20	2	8	0	60
1985 p	39	1	17	9	5	14	29	4	27	0	145
% Change	290.0%	—	183.3%	50.0%	66.7%	180.0%	45.0%	100.0%	237.5%	0.0%	141.7%
Nebraska											
1984	4	0	32	7	8	16	23	8	8	0	106
1985 p	99	3	49	18	20	37	90	16	152	1	485
% Change	2375.0%	—	53.1%	157.1%	150.0%	131.3%	291.3%	100.0%	1800.0%	—	357.5%
Kansas											
1984	91	27	109	40	38	65	191	19	132	0	712
1985 p	296	38	191	60	87	83	350	57	411	2	1,575
% Change	225.3%	40.7%	75.2%	50.0%	128.9%	27.7%	83.2%	200.0%	211.4%	—	121.2%
Total West North Central											
1984	**526**	**33**	**467**	**242**	**163**	**332**	**920**	**91**	**488**	**2**	**3,264**
1985 p	**984**	**51**	**540**	**265**	**263**	**388**	**1,118**	**151**	**1,121**	**6**	**4,887**
% Change	**87.1%**	**54.5%**	**15.6%**	**9.5%**	**61.3%**	**16.9%**	**21.5%**	**65.9%**	**129.7%**	**200.0%**	**49.7%**

p = preliminary

	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Services	Unclassifiable establishments	Total
South Atlantic Region											
Maryland											
1984	11	4	102	41	25	43	144	19	102	41	532
1985 p	2	0	82	30	26	32	125	21	93	42	453
% Change	-81.8%	-100.0%	-19.6%	-26.8%	4.0%	-25.6%	-13.2%	10.5%	-8.8%	2.4%	-14.8%
Delaware											
1984	1	0	5	9	0	3	27	2	14	1	62
1985 p	0	0	5	5	4	3	23	1	5	0	46
% Change	-100.0%	0.0%	0.0%	-44.4%	—	0.0%	-14.8%	-50.0%	-64.3%	-100.0%	-25.8%
District of Columbia											
1984	0	0	1	5	3	4	22	6	12	13	66
1985 p	0	0	1	2	3	2	17	3	16	17	61
% Change	0.0%	0.0%	0.0%	-60.0%	0.0%	-50.0%	-22.7%	-50.0%	33.3%	30.8%	-7.6%
Virginia											
1984	46	31	175	45	67	68	251	31	186	16	916
1985 p	52	35	198	54	72	51	245	40	215	29	991
% Change	13.0%	12.9%	13.1%	20.0%	7.5%	-25.0%	-2.4%	29.0%	15.6%	81.3%	8.2%
West Virginia											
1984	8	34	32	24	17	24	119	8	64	9	339
1985 p	10	36	43	15	28	31	107	11	84	1	366
% Change	25.0%	5.9%	34.4%	-37.5%	64.7%	29.2%	-10.1%	37.5%	31.3%	-88.9%	8.0%
North Carolina											
1984	33	1	106	107	22	80	252	18	134	10	763
1985 p	14	1	99	82	32	59	214	13	146	3	663
% Change	-57.6%	0.0%	-6.6%	-23.4%	45.5%	-26.3%	-15.1%	-27.8%	9.0%	-70.0%	-13.1%
South Carolina											
1984	11	0	36	27	10	29	97	7	29	0	246
1985 p	10	0	33	32	10	24	94	4	28	0	235
% Change	-9.1%	0.0%	-8.3%	18.5%	0.0%	-17.2%	-3.1%	-42.9%	-3.4%	0.0%	-4.5%
Georgia											
1984	20	0	55	60	27	75	143	10	331	0	721
1985 p	16	0	80	58	31	48	109	14	599	0	955
% Change	-20.0%	0.0%	45.5%	-3.3%	14.8%	-36.0%	-23.8%	40.0%	81.0%	0.0%	32.5%
Florida											
1984	32	3	314	211	76	322	586	78	959	7	2,588
1985 p	25	3	342	212	67	308	620	83	1,127	5	2,792
% Change	-21.9%	0.0%	8.9%	0.5%	-11.8%	-4.3%	5.8%	6.4%	17.5%	-28.6%	7.9%
Total South Atlantic											
1984	**162**	**73**	**826**	**529**	**247**	**648**	**1,641**	**179**	**1,831**	**97**	**6,233**
1985 p	**129**	**75**	**883**	**490**	**273**	**558**	**1,554**	**190**	**2,313**	**97**	**6,562**
% Change	**-20.4%**	**2.7%**	**6.9%**	**-7.4%**	**10.5%**	**-13.9%**	**-5.3%**	**6.1%**	**26.3%**	**0.0%**	**5.3%**

p = preliminary

	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Services	Unclassifiable establishments	Total
East South Central Region											
Kentucky											
1984	27	52	116	50	35	77	274	18	136	2	787
1985 p	119	72	134	50	34	91	275	23	174	0	972
% Change	340.7%	38.5%	15.5%	0.0%	– 2.9%	18.2%	0.4%	27.8%	27.9%	– 100.0%	23.5%
Tennessee											
1984	70	16	182	110	61	134	436	68	244	5	1,326
1985 p	38	8	163	104	57	110	386	54	292	1	1,213
% Change	– 45.7%	– 50.0%	– 10.4%	– 5.5%	– 6.6%	– 17.9%	– 11.5%	– 20.6%	19.7%	– 80.0%	– 8.5%
Alabama											
1984	30	9	110	77	34	61	249	16	181	4	771
1985 p	29	4	91	43	33	39	198	21	147	2	607
% Change	– 3.3%	– 55.6%	– 17.3%	– 44.2%	– 2.9%	– 36.1%	– 20.5%	31.3%	– 18.8%	– 50.0%	– 21.3%
Mississippi											
1984	30	8	38	25	16	40	152	24	54	0	387
1985 p	45	10	52	42	29	32	146	22	89	3	470
% Change	50.0%	25.0%	36.8%	68.0%	81.3%	– 20.0%	– 3.9%	– 8.3%	64.8%	—	21.4%
Total East South Central											
1984	**157**	**85**	**446**	**262**	**146**	**312**	**1,111**	**126**	**615**	**11**	**3,271**
1985 p	**231**	**94**	**440**	**239**	**153**	**272**	**1,005**	**120**	**702**	**6**	**3,262**
% Change	**47.1%**	**10.6%**	**– 1.3%**	**– 8.8%**	**4.8%**	**– 12.8%**	**– 9.5%**	**– 4.8%**	**14.1%**	**– 45.5%**	**– 0.3%**
West South Central Region											
Arkansas											
1984	77	4	71	35	16	56	164	23	125	2	573
1985 p	41	6	66	63	31	54	157	17	183	0	618
% Change	– 46.8%	50.0%	– 7.0%	80.0%	93.8%	– 3.6%	– 4.3%	– 26.1%	46.4%	– 100.0%	7.9%
Oklahoma											
1984	36	77	161	59	29	73	177	41	171	1	825
1985 p	53	61	156	51	60	61	202	105	266	0	1,015
% Change	47.2%	– 20.8%	– 3.1%	– 13.6%	106.9%	– 16.4%	14.1%	156.1%	55.6%	– 100.0%	23.0%
Louisiana											
1984	37	39	118	43	131	73	245	40	132	0	858
1985 p	77	55	212	52	96	120	419	72	260	26	1,389
% Change	108.1%	41.0%	79.7%	20.9%	– 26.7%	64.4%	71.0%	80.0%	97.0%	—	61.9%
Texas											
1984	47	178	574	352	137	438	706	130	475	71	3,108
1985 p	77	204	714	395	150	446	938	351	1,380	237	4,892
% Change	63.8%	14.6%	24.4%	12.2%	9.5%	1.8%	32.9%	170.0%	190.5%	233.8%	57.4%
Total West South Central											
1984	**197**	**298**	**924**	**489**	**313**	**640**	**1,292**	**234**	**903**	**74**	**5,364**
1985 p	**248**	**326**	**1,148**	**561**	**337**	**581**	**1,716**	**545**	**2,089**	**263**	**7,914**
% Change	**25.9%**	**9.4%**	**24.2%**	**14.7%**	**7.7%**	**6.4%**	**32.8%**	**132.9%**	**131.3%**	**255.4%**	**47.5%**

p = preliminary

	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Services	Unclassifiable establishments	Total
Mountain Region											
Montana											
1984	28	4	29	17	11	13	55	4	16	0	177
1985 p	14	2	28	19	6	20	63	11	31	0	194
% Change	– 50.0%	– 50.0%	– 3.4%	11.8%	– 45.5%	53.8%	14.5%	175.0%	93.8%	0.0%	9.6%
Idaho											
1984	9	2	30	14	12	25	50	7	26	0	175
1985 p	18	1	24	18	14	26	62	5	35	0	203
% Change	100.0%	– 50.0%	– 20.0%	28.6%	16.7%	4.0%	24.0%	– 28.6%	34.6%	0.0%	16.0%
Wyoming											
1984	5	21	57	8	11	14	63	10	54	0	243
1985 p	22	21	43	14	7	10	61	14	82	0	274
% Change	340.0%	0.0%	– 24.6%	75.0%	– 36.4%	– 28.6%	– 3.2%	40.0%	51.9%	0.0%	12.8%
Colorado											
1984	107	62	414	125	97	150	566	176	642	1	2,340
1985 p	129	64	411	135	107	159	574	222	852	1	2,654
% Change	20.6%	3.2%	– 0.7%	8.0%	10.3%	6.0%	1.4%	26.1%	32.7%	0.0%	13.4%
New Mexico											
1984	9	7	39	16	8	25	76	8	57	0	245
1985 p	8	13	53	25	8	20	98	19	110	3	357
% Change	– 11.1%	85.7%	35.9%	56.3%	0.0%	– 20.0%	28.9%	137.5%	93.0%	—	45.7%
Arizona											
1984	12	3	124	63	11	47	150	40	228	13	691
1985 p	17	8	102	55	28	43	110	33	280	22	698
% Change	41.7%	166.7%	– 17.7%	– 12.7%	154.5%	– 8.5%	– 26.7%	– 17.5%	22.8%	69.2%	1.0%
Utah											
1984	11	16	85	49	26	51	137	52	94	1	522
1985 p	11	19	80	39	24	65	135	66	139	2	580
% Change	0.0%	18.8%	– 5.9%	– 20.4%	– 7.7%	27.5%	– 1.5%	26.9%	47.9%	100.0%	11.1%
Nevada											
1984	15	1	52	20	6	17	79	27	150	0	367
1985 p	7	8	33	15	16	19	66	26	172	0	362
% Change	– 53.3%	700.0%	– 36.5%	– 25.0%	166.7%	11.8%	– 16.5%	– 3.7%	14.7%	0.0%	– 1.4%
Total Mountain											
1984	**196**	**116**	**830**	**312**	**182**	**342**	**1,176**	**324**	**1,267**	**15**	**4,760**
1985 p	**226**	**136**	**774**	**320**	**210**	**362**	**1,169**	**396**	**1,701**	**28**	**5,322**
% Change	**15.3%**	**17.2%**	**– 6.7%**	**2.6%**	**15.4%**	**5.8%**	**– 0.6%**	**22.2%**	**34.3%**	**86.7%**	**11.8%**

p = preliminary

	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Services	Unclassifiable establishments	Total
Pacific Region											
Alaska											
1984	1	1	36	10	7	8	24	2	14	2	105
1985 p	4	2	52	17	10	15	48	7	19	2	176
% Change	300.0%	100.0%	44.4%	70.0%	42.9%	87.5%	100.0%	250.0%	35.7%	0.0%	67.6%
Hawaii											
1984	6	0	30	17	8	17	53	40	53	1	225
1985 p	5	0	21	19	16	14	61	53	57	0	246
% Change	– 16.7%	0.0%	– 30.0%	11.8%	100.0%	– 17.6%	15.1%	32.5%	7.5%	– 100.0%	9.3%
Washington											
1984	54	6	267	159	66	104	352	55	342	1	1,406
1985 p	90	3	297	144	79	140	439	68	367	7	1,634
% Change	66.7%	– 50.0%	11.2%	– 9.4%	19.7%	34.6%	24.7%	23.6%	7.3%	600.0%	16.2%
Oregon											
1984	14	2	106	85	29	60	144	26	1,285	0	1,751
1985 p	23	3	112	106	50	74	211	25	537	0	1,141
% Change	64.3%	50.0%	5.7%	24.7%	72.4%	23.3%	46.5%	– 3.8%	– 58.2%	0.0%	– 34.8%
California											
1984	258	37	1,135	1,061	431	858	2,215	801	3,132	506	10,434
1985 p	232	35	972	961	419	808	1,861	591	3,446	932	10,257
% Change	– 10.1%	– 5.4%	– 14.4%	– 9.4%	– 2.8%	– 5.8%	– 16.0%	– 26.2%	10.0%	84.2%	– 1.7
Total Pacific											
1984	**333**	**46**	**1,574**	**1,332**	**541**	**1,047**	**2,788**	**924**	**4,826**	**510**	**13,921**
1985 p	**354**	**43**	**1,454**	**1,247**	**574**	**1,051**	**2,620**	**744**	**4,426**	**941**	**13,454**
% Change	**6.3%**	**– 6.5%**	**– 7.6%**	**– 6.4%**	**6.1%**	**0.4%**	**– 6.0%**	**– 19.5%**	**– 8.3%**	**84.5%**	**– 3.4%**
Total United States											
1984	**1,988**	**744**	**6,936**	**5,015**	**2,285**	**4,882**	**13,787**	**2,392**	**12,787**	**1,262**	**52,078**
1985 p	**2,695**	**794**	**6,956**	**4,856**	**2,516**	**4,813**	**13,418**	**2,658**	**16,626**	**1,735**	**57,067**
% Change	**35.6%**	**6.7%**	**0.3%**	**– 3.2%**	**10.1%**	**– 1.4%**	**– 2.7%**	**11.1%**	**30.0%**	**37.5%**	**9.6%**

p = preliminary

Failures by Age of Business by Industry
1984, 1985 p

	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Services	Total
1984										
One year or less	11.1%	9.3%	9.2%	10.1%	14.2%	9.8%	16.2%	20.8%	24.5%	15.4%
Two years	7.1%	12.3%	9.2%	12.2%	10.7%	12.5%	15.4%	10.3%	14.3%	12.9%
Three years	7.0%	18.1%	9.0%	11.1%	10.8%	12.2%	12.7%	9.6%	11.8%	11.4%
Total Three Years or Less	**25.2%**	**39.7%**	**27.4%**	**33.4%**	**35.7%**	**34.5%**	**44.3%**	**40.7%**	**50.6%**	**39.7%**
Four years	9.2%	14.3%	9.1%	9.4%	9.7%	9.8%	9.8%	9.2%	9.9%	9.7%
Five years	5.9%	7.4%	8.0%	8.4%	7.6%	8.0%	7.9%	7.1%	6.7%	7.6%
Total Five Years or Less	**40.3%**	**61.4%**	**44.5%**	**51.2%**	**53.0%**	**52.3%**	**62.0%**	**57.0%**	**67.2%**	**57.0%**
Six years	5.7%	6.1%	8.5%	6.8%	7.0%	7.9%	6.7%	6.2%	5.6%	6.8%
Seven years	4.5%	7.7%	7.0%	6.2%	5.5%	6.0%	5.2%	4.8%	4.2%	5.5%
Eight years	5.0%	5.0%	6.1%	5.2%	4.4%	4.9%	4.7%	4.4%	3.3%	4.7%
Nine years	3.4%	3.6%	4.5%	4.6%	3.2%	4.2%	3.5%	3.2%	2.9%	3.7%
Ten years	3.8%	4.0%	3.9%	3.5%	3.5%	3.1%	2.4%	2.8%	2.4%	2.9%
Total Six to Ten Years	**22.4%**	**26.4%**	**30.0%**	**26.3%**	**23.6%**	**26.1%**	**22.5%**	**21.4%**	**18.4%**	**23.6%**
Over ten years	37.3%	12.2%	25.5%	22.5%	23.4%	21.6%	15.5%	21.6%	14.4%	19.4%
Total	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**
1985 p										
One year or less	8.0%	9.4%	8.6%	11.2%	12.6%	10.3%	15.8%	16.2%	20.5%	14.5%
Two years	5.8%	14.5%	11.3%	13.1%	13.7%	13.2%	17.2%	12.4%	14.4%	14.1%
Three years	5.1%	12.2%	9.0%	11.7%	10.9%	11.3%	12.7%	8.6%	11.0%	11.0%
Total Three Years or Less	**18.9%**	**36.1%**	**28.9%**	**36.0%**	**37.2%**	**34.8%**	**45.7%**	**37.2%**	**45.9%**	**39.6%**
Four years	5.1%	12.5%	7.3%	9.0%	8.6%	8.7%	9.2%	7.3%	8.3%	8.4%
Five years	8.1%	13.5%	8.0%	7.2%	8.8%	8.7%	7.8%	10.4%	8.7%	8.3%
Total Five Years or Less	**32.1%**	**62.1%**	**44.2%**	**52.2%**	**54.6%**	**52.2%**	**62.7%**	**54.9%**	**62.9%**	**56.3%**
Six years	5.8%	6.2%	7.1%	6.2%	6.5%	6.9%	6.4%	6.6%	6.2%	6.5%
Seven years	5.0%	4.9%	6.3%	5.6%	5.4%	5.9%	5.0%	4.9%	4.9%	5.3%
Eight years	3.6%	3.2%	6.3%	4.6%	4.5%	4.2%	4.2%	3.8%	3.7%	4.4%
Nine years	4.3%	2.9%	5.8%	3.9%	4.2%	4.3%	3.8%	4.4%	3.6%	4.1%
Ten years	4.7%	2.9%	4.5%	3.6%	3.9%	3.8%	2.4%	2.9%	2.9%	3.2%
Total Six to Ten Years	**23.4%**	**20.1%**	**30.0%**	**23.9%**	**24.5%**	**25.1%**	**21.8%**	**22.6%**	**21.3%**	**23.5%**
Over ten years	44.5%	17.8%	25.8%	23.9%	20.9%	22.7%	15.5%	22.5%	15.8%	20.2%
Total	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**	**100.0%**

p = preliminary

Causes of Business Failures—1984

	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Services	Total
Neglect Causes	**3.6%**	**1.5%**	**4.0%**	**3.0%**	**3.3%**	**3.4%**	**4.3%**	**3.1%**	**3.5%**	**3.6%**
Bad habits	29.2%	45.5%	32.5%	28.5%	25.3%	28.0%	23.6%	28.0%	24.6%	26.9%
Business conflicts	5.6%	9.1%	9.3%	19.2%	17.3%	19.5%	13.8%	21.3%	10.6%	13.5%
Family problems	9.7%	0.0%	7.1%	5.3%	8.0%	5.5%	6.2%	8.0%	8.2%	6.9%
Lack of interest	12.5%	18.2%	13.6%	19.2%	14.7%	25.0%	18.4%	13.3%	13.3%	16.3%
Marital problems	15.3%	27.3%	13.6%	9.3%	12.0%	6.1%	14.2%	17.3%	16.9%	13.7%
Occupational conflicts	4.2%	0.0%	3.6%	5.3%	2.7%	4.9%	4.9%	4.0%	2.9%	4.1%
Poor health	23.6%	0.0%	20.4%	13.2%	20.0%	11.0%	18.9%	8.0%	23.5%	18.6%
Disaster Causes	**0.8%**	**0.4%**	**0.7%**	**0.9%**	**0.5%**	**1.1%**	**1.3%**	**0.6%**	**0.5%**	**0.8%**
Act of God	68.8%	33.3%	8.7%	2.2%	0.0%	5.6%	4.0%	0.0%	12.1%	8.1%
Burglary	0.0%	0.0%	0.0%	4.3%	8.3%	16.7%	12.1%	0.0%	10.3%	9.2%
Employee fraud	0.0%	0.0%	6.5%	8.7%	0.0%	13.0%	4.0%	14.3%	10.3%	6.9%
Fire	12.5%	66.7%	19.6%	47.8%	8.3%	25.9%	55.5%	21.4%	39.7%	40.8%
Death of owner	18.8%	0.0%	65.2%	32.6%	66.7%	38.9%	24.3%	64.3%	27.6%	34.1%
Strike	0.0%	0.0%	0.0%	4.3%	16.7%	0.0%	0.0%	0.0%	0.0%	0.9%
Fraud Causes	**0.4%**	**0.3%**	**0.5%**	**0.6%**	**0.4%**	**0.9%**	**0.6%**	**1.5%**	**0.4%**	**0.6%**
Embezzlement	42.9%	0.0%	17.1%	22.6%	40.0%	11.6%	11.7%	27.0%	31.3%	20.2%
False agreement	14.3%	50.0%	14.3%	9.7%	0.0%	4.7%	6.5%	24.3%	12.5%	11.0%
False statement	14.3%	0.0%	11.4%	3.2%	0.0%	14.0%	10.4%	10.8%	16.7%	11.0%
Irregular disposal of assets	28.6%	50.0%	40.0%	54.8%	50.0%	37.2%	39.0%	29.7%	29.2%	38.4%
Misleading name	0.0%	0.0%	5.7%	6.5%	0.0%	2.3%	5.2%	0.0%	8.3%	4.5%
Premeditated overbuy	0.0%	0.0%	11.4%	3.2%	10.0%	30.2%	27.3%	8.1%	2.1%	15.1%
Economic Factors Causes	**67.2%**	**69.8%**	**60.9%**	**55.8%**	**60.1%**	**58.4%**	**57.9%**	**57.6%**	**61.6%**	**60.0%**
Bad profits	65.7%	54.9%	59.9%	65.5%	59.6%	63.3%	62.4%	53.7%	72.4%	63.6%
High interest rates	16.0%	2.3%	7.2%	1.6%	4.4%	2.0%	1.9%	17.1%	1.6%	3.9%
Loss of market	9.0%	37.6%	14.8%	16.8%	22.1%	17.9%	10.6%	13.3%	8.0%	13.6%
No consumer spending	6.6%	1.2%	11.4%	8.0%	9.0%	9.2%	19.2%	11.2%	12.5%	12.8%
No future	2.7%	4.0%	6.7%	8.1%	4.8%	7.6%	6.0%	4.7%	5.4%	6.1%
Experience Causes	**22.8%**	**18.4%**	**25.6%**	**26.6%**	**26.7%**	**24.3%**	**27.0%**	**24.2%**	**27.1%**	**26.3%**
Incompetence	50.4%	35.0%	45.8%	47.5%	40.8%	38.7%	35.4%	37.4%	32.1%	37.6%
Lack of line experience	9.5%	14.6%	14.3%	17.8%	24.4%	20.4%	24.7%	34.0%	35.2%	24.2%
Lack of managerial experience	16.3%	11.7%	16.2%	11.3%	16.5%	13.7%	15.6%	7.4%	14.0%	14.0%
Unbalanced experience	23.8%	38.7%	23.6%	23.3%	18.3%	27.2%	24.3%	21.2%	18.7%	24.3%
Sales Causes	**11.0%**	**10.1%**	**16.8%**	**17.0%**	**15.8%**	**15.9%**	**18.8%**	**15.8%**	**19.1%**	**17.2%**
Competitively weak	11.6%	30.7%	18.7%	19.9%	18.2%	21.2%	18.8%	7.4%	13.7%	17.0%
Economic decline	41.6%	32.0%	31.5%	13.8%	14.9%	15.3%	9.6%	9.0%	6.0%	13.6%
Inadequate sales	44.7%	37.3%	49.1%	63.3%	66.0%	59.1%	63.9%	83.0%	78.6%	65.8%
Inventory difficulties	2.3%	0.0%	0.3%	2.1%	0.0%	3.3%	4.0%	0.0%	0.4%	1.9%
Poor location	0.5%	0.0%	0.4%	0.8%	0.8%	1.0%	3.7%	0.5%	1.2%	1.7%
Expenses Causes	**8.9%**	**5.6%**	**5.6%**	**7.1%**	**8.9%**	**6.0%**	**6.3%**	**6.3%**	**5.8%**	**6.8%**
Burdensome institutional debt	34.5%	21.4%	33.5%	43.0%	26.5%	42.1%	32.4%	52.0%	28.6%	32.1%
Heavy operating expenses	65.5%	78.6%	66.5%	57.0%	73.5%	57.9%	67.6%	48.0%	71.4%	67.9%
Customer Causes	**0.8%**	**1.7%**	**2.7%**	**2.6%**	**1.7%**	**2.5%**	**0.9%**	**1.0%**	**1.2%**	**1.6%**
Receivables difficulties	75.0%	84.6%	91.0%	77.1%	78.9%	84.3%	52.8%	64.0%	65.2%	75.1%
Too few customers	25.0%	15.4%	9.0%	22.9%	21.1%	15.7%	47.2%	36.0%	34.8%	24.9%
Assets Causes	**2.2%**	**1.3%**	**0.6%**	**1.0%**	**0.9%**	**1.0%**	**0.9%**	**1.6%**	**0.7%**	**0.9%**
Excessive fixed assets	59.1%	50.0%	33.3%	51.0%	47.6%	24.5%	20.9%	63.2%	29.2%	35.5%
Over expansion	40.9%	50.0%	66.7%	49.0%	52.4%	75.5%	79.1%	36.8%	70.8%	64.5%
Capital Causes	**0.8%**	**1.2%**	**1.3%**	**1.4%**	**1.1%**	**1.1%**	**1.7%**	**1.2%**	**1.1%**	**1.3%**
Burdensome contracts	46.7%	11.1%	33.7%	26.1%	40.0%	22.2%	28.8%	46.4%	16.1%	27.6%
Excessive withdrawals	20.0%	22.2%	28.1%	15.9%	4.0%	18.5%	13.1%	10.7%	14.7%	16.0%
Inadequate start capacity	33.3%	66.7%	38.2%	58.0%	56.0%	59.3%	58.1%	42.9%	69.2%	56.4%

Due to the fact that some failures are attributed to a combination of causes, the total of the major categories exceeds 100.0%. The individual major category total was used to achieve the percents in the minor categories.

Causes of Business Failures—1985 p

	Agriculture, forestry & fishing	Mining	Construction	Manufacturing	Transportation & public utilities	Wholesale trade	Retail trade	Finance, insurance & real estate	Services	Total
Neglect Causes	**3.6%**	**1.4%**	**2.9%**	**2.0%**	**2.1%**	**2.9%**	**3.3%**	**2.3%**	**2.6%**	**2.7%**
Bad habits	36.7%	36.4%	32.5%	32.5%	20.8%	27.1%	20.6%	26.2%	22.9%	25.6%
Business conflicts	9.2%	18.2%	13.8%	20.2%	9.4%	21.4%	12.1%	18.0%	12.4%	13.7%
Family problems	11.2%	0.0%	7.9%	3.0%	5.7%	5.7%	8.5%	8.2%	11.0%	8.5%
Lack of interest	9.2%	18.2%	14.8%	19.2%	18.9%	18.6%	18.3%	14.8%	11.0%	15.2%
Marital problems	16.3%	0.0%	8.9%	7.1%	11.3%	8.6%	14.1%	11.5%	16.5%	13.0%
Occupational conflicts	2.0%	18.2%	3.0%	4.0%	5.7%	5.0%	7.2%	3.3%	4.1%	4.9%
Poor health	15.3%	9.1%	19.2%	14.1%	28.3%	13.6%	19.2%	18.0%	22.0%	19.1%
Disaster Causes	**1.1%**	**0.6%**	**0.6%**	**0.8%**	**0.4%**	**0.9%**	**1.0%**	**0.4%**	**0.3%**	**0.6%**
Act of God	58.6%	40.0%	11.6%	4.9%	20.0%	4.8%	9.4%	30.0%	15.7%	14.7%
Burglary	0.0%	0.0%	2.3%	2.4%	0.0%	4.8%	7.0%	0.0%	9.8%	5.0%
Employee fraud	3.4%	0.0%	9.3%	2.4%	0.0%	11.9%	2.3%	20.0%	9.8%	5.8%
Fire	10.3%	20.0%	16.3%	58.5%	10.0%	33.3%	59.4%	0.0%	33.3%	40.0%
Death of Owner	27.6%	20.0%	55.8%	31.7%	60.0%	45.2%	21.9%	50.0%	29.4%	33.1%
Strike	0.0%	20.0%	4.7%	0.0%	10.0%	0.0%	0.0%	0.0%	2.0%	1.4%
Fraud Causes	**0.1%**	**0.9%**	**0.4%**	**0.5%**	**0.4%**	**1.0%**	**0.3%**	**1.6%**	**0.4%**	**0.5%**
Embezzlement	0.0%	28.6%	26.9%	8.0%	27.3%	10.4%	13.6%	20.9%	27.3%	18.7%
False agreement	50.0%	0.0%	15.4%	16.0%	9.1%	6.3%	9.1%	25.6%	13.6%	13.7%
False statement	0.0%	0.0%	7.7%	12.0%	0.0%	12.5%	6.8%	9.3%	6.1%	7.9%
Irregular disposal of assets	25.0%	71.4%	38.5%	32.0%	45.5%	43.8%	56.8%	37.2%	34.8%	42.4%
Misleading name	25.0%	0.0%	0.0%	8.0%	9.1%	6.3%	2.3%	2.3%	4.5%	4.3%
Premeditated overbuy	0.0%	0.0%	11.5%	24.0%	9.1%	20.8%	11.4%	4.7%	13.6%	12.9%
Economic Factors Causes	**74.3%**	**72.4%**	**68.1%**	**62.5%**	**67.6%**	**65.2%**	**65.2%**	**59.9%**	**69.3%**	**66.4%**
Bad profits	75.7%	65.6%	71.3%	72.6%	74.0%	70.8%	70.3%	64.8%	73.8%	71.5%
High interest rates	8.5%	0.5%	2.9%	0.8%	1.1%	0.9%	0.7%	6.8%	1.9%	2.1%
Loss of market	7.8%	25.7%	12.2%	12.2%	12.9%	12.5%	9.4%	13.9%	10.6%	11.6%
No consumer spending	5.2%	4.9%	7.9%	6.3%	7.1%	7.4%	13.4%	8.8%	7.9%	8.8%
No future	2.7%	3.3%	5.7%	8.1%	4.9%	8.4%	6.1%	5.7%	5.7%	6.0%
Experience Causes	**17.7%**	**18.5%**	**21.6%**	**22.7%**	**22.2%**	**20.4%**	**24.0%**	**22.7%**	**22.4%**	**23.1%**
Incompetence	55.0%	37.4%	48.1%	44.7%	44.3%	46.3%	41.0%	40.6%	35.5%	39.1%
Lack of line experience	7.3%	17.7%	12.8%	17.2%	18.5%	16.3%	22.1%	25.5%	33.1%	21.7%
Lack of managerial experience	23.6%	13.6%	14.6%	11.9%	17.7%	11.4%	15.3%	8.3%	11.8%	12.7%
Unbalanced experience	14.0%	31.3%	24.6%	26.1%	19.5%	26.0%	21.7%	25.7%	19.6%	26.4%
Sales Causes	**7.8%**	**9.3%**	**13.4%**	**14.1%**	**13.6%**	**12.9%**	**16.8%**	**14.8%**	**15.2%**	**14.2%**
Competitively weak	12.0%	35.1%	19.9%	19.9%	29.7%	26.4%	27.4%	15.0%	18.6%	22.1%
Economic decline	38.8%	21.6%	31.5%	11.7%	10.8%	12.7%	10.1%	17.8%	7.9%	13.4%
Inadequate sales	46.4%	43.2%	47.2%	66.2%	58.3%	56.3%	55.6%	65.9%	72.1%	61.3%
Inventory difficulties	2.4%	0.0%	1.1%	1.6%	0.9%	4.0%	3.7%	0.8%	0.7%	1.9%
Poor location	0.5%	0.0%	0.4%	0.6%	0.3%	0.6%	3.2%	0.5%	0.6%	1.3%
Expenses Causes	**7.5%**	**10.8%**	**6.9%**	**7.9%**	**9.4%**	**7.0%**	**7.5%**	**6.9%**	**6.7%**	**8.4%**
Burdensome institutional debt	57.1%	32.6%	34.2%	40.3%	35.6%	39.7%	36.6%	42.4%	39.6%	32.8%
Heavy operating expenses	42.9%	67.4%	65.8%	59.7%	64.4%	60.3%	63.4%	57.6%	60.4%	67.2%
Customer Causes	**0.6%**	**1.6%**	**2.7%**	**2.3%**	**1.6%**	**2.5%**	**1.4%**	**0.9%**	**1.7%**	**1.7%**
Receivables difficulties	46.7%	53.8%	72.6%	61.3%	22.5%	50.8%	15.8%	62.5%	34.0%	43.7%
Too few customers	53.3%	46.2%	27.4%	38.7%	77.5%	49.2%	84.2%	37.5%	66.0%	56.3%
Assets Causes	**2.3%**	**1.1%**	**0.6%**	**0.6%**	**1.1%**	**0.7%**	**0.8%**	**1.8%**	**0.6%**	**0.8%**
Excessive fixed assets	71.4%	55.6%	36.6%	42.9%	70.4%	31.3%	26.2%	66.0%	44.9%	46.4%
Over expansion	28.6%	44.4%	63.4%	57.1%	29.6%	68.8%	73.8%	34.0%	55.1%	53.6%
Capital Causes	**1.6%**	**1.3%**	**1.2%**	**1.2%**	**0.8%**	**1.1%**	**1.2%**	**0.9%**	**0.7%**	**1.0%**
Burdensome contracts	21.4%	10.0%	27.4%	15.5%	10.0%	9.8%	16.5%	32.0%	23.1%	19.5%
Excessive withdrawals	64.3%	70.0%	46.4%	37.9%	60.0%	29.4%	40.2%	20.0%	49.6%	44.0%
Inadequate start capacity	14.3%	20.0%	26.2%	46.6%	30.0%	60.8%	43.3%	48.0%	27.4%	36.5%

p = preliminary

Due to the fact that some failures are attributed to a combination of causes, the total of the major categories exceeds 100.0%. The individual major category total was used to achieve the percents in the minor categories.

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Quarterly Business Starts Report
Numbers of starts and total employees by detailed lines of business. Includes data for all 2-digit, 3-digit and most 4-digit SIC codes. $30 a year.

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The Business Failure Record
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